Extension Service Review

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STUDYING LOCAL FARM TIMBER PROBLEMS

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In This Issue

CHAIRMAN STONE of the Federal Farm Board hits the nail squarely on the head in his discussion of trading power for the farmer. Strengthening the trading power of the farmer as he sees it benefits in the end consumers as well as producers. Cooperative marketing associations he shows tend to the development of more effective bargaining power with the result that the producer is enabled to ask a price for his commodity based on the demand for it and the total supply available to meet that demand.

IN THREE Minnesota counties in 1932, 41 young men and women cooperating in a farm family partnership program made average net incomes of $277.92 and average savings or gains in net worth of $116.23. At the close of the year their net assets averaged $836.31 apiece. Says the father of one of these cooperators, "I believe it is the best way to keep our boys and girls interested in the farm business. It certainly develops a sense of responsibility."

There are 200 young men and women enrolled in this program in 20 counties in Minnesota this year. We'll watch the results they obtain with keen interest.

IN ANSWERING the question, how can farming be made more profitable, cords and board feet and acreage of soil saved from erosion are coming in for consideration along with bales, bushels, and tons. That's the thought R. Y. Stuart, Chief of the Forest Service, brings to us. "Extension workers will find the officers of the Forest Service throughout the county always willing," says Major Stuart, "to cooperate in showing farmers how to make the woodlands pay their way."

THOSE OF US who are pondering over the problems of what to teach and how to teach at 4-H club camps this summer may well take a leaf from Missouri's experience. The importance of insects and how to control them was presented as a special feature to 1,200 boys and girls in the instructional programs at 4-H club camps in Missouri last summer. A mighty well-planned teaching effort George D. Jones, extension entomologist, made of it. If, some day, the hoppers and the borers overwhelm Missouri's agriculture, it won't be for lack of knowledge of how to stop them. It will be because there are just too many of them.

Contents

On the Calendar

RURAL LEADERS' conference for State, county, and local adult extension workers, July 4–9, at Camp Ohio, Ohio.

NATIONAL 4-H camp broadcasts from Washington, D. C., on the Farm and Home hour over National Broadcasting Co. network, Friday, June 17; Monday, June 20; and Tuesday, June 21, 12.30 to 1.30 p. m., Eastern standard time.

BELIEVING that cheap feed is cheap fuel for producing power when fed directly to the horse and very expensive if it must be sold and converted into other forms of fuel, County Agent V. J. Mann launched a big-hitch campaign in Clinton County, Ind., three years ago. The praise of the results obtained by farmers who began using the bigger teams was responsible for a rapid adoption of the practice. In two years there were more than 100 users of the big hitch in the county.

ONE COULD drive for miles and never see a garden. People would tell you that gardens would not grow in the county. That's how Gertrude Brent, home demonstration agent, pictures the garden situation in Coleman County, Tex., in 1923, eight and one-half years ago. In 1931, there were 235 irrigated gardens as compared to 9 in 1923. A thousand acres of garden where before there were barely 100 acres. And, that's only a part of the fascinating story that Miss Brent tells of aiding Coleman County to live at home.

AN INCREASE from $50,000 to $250,000 in 10 years in annual income from dairying is the record made in Boyd County, Ky. Here in 1920 only 8 farmers in the county owned 10 or more cows. In 1930 this number had increased to 60.

THE EXTENSION SERVICE REVIEW is issued monthly by the EXTENSION SERVICE of the United States Department of Agriculture, Washington, D. C. The matter contained in the REVIEW is published by direction of the Secretary of Agriculture as administrative information required for the proper transaction of the public business. The REVIEW seeks to supply to workers and cooperators of the Department of Agriculture engaged in extension activities, information of especial help to them in the performance of their duties, and it is issued to them free by law. Others may obtain copies of the REVIEW from the Superintendent of Documents, Government Printing Office, Washington, D. C., by subscription at the rate of 50 cents a year, domestic, and 75 cents, foreign. Postage stamps will not be accepted in payment.

C. W. WARBURTON, *Director* C. B. SMITH, *Assistant Director* REUBEN BRIGHAM, *Editor*

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Forest Service Aids For Extension Workers

R. Y. STUART
Chief, Forest Service

THE farm woodland—its products and influences—is demanding more and more attention in discussion of the big question: How can farming be made more profitable? Cords and board feet and acreage of soil saved from erosion are coming in for consideration along with bales, bushels, and tons.

The agricultural colleges or related institutions of 32 States and 2 Territories have on their faculties extension foresters whose work is to bring the farm woodland into the farm program and to do for its products and their betterment what the poultry specialist or the agronomy expert does for his line. Rhode Island, Delaware, South Carolina, Florida, Kentucky, Missouri, Kansas, Oklahoma, South Dakota, Montana, Colorado, New Mexico, Arizona, Nevada, Washington, Oregon, and Alaska as yet have no extension foresters. All of these, however, have State foresters except Arizona, New Mexico, Nevada, and Alaska. The Extension Service of the United States Department of Agriculture has a forester, W. K. Williams, among its specialists, and the branch of public relations of the United States Forest Service has an extension forester, W. R. Mattoon.

The Clarke-McNary law, enacted June 7, 1924, authorizes the Secretary of Agriculture to cooperate with appropriate officials of each State, and through them with private and other agencies, in the protection of timbered and forest-producing lands from fire, and in the production and distribution of forest-tree seeds and plants for the purpose of establishing windbreaks, shelter belts, and farm woodlands upon denuded or nonforested lands. It also authorizes Federal cooperation with the various States in forestry extension, to assist the owners of farms in establishing, improving, and renewing woodlands, shelter belts, windbreaks, and other valuable forest growth, and in growing and renewing useful timber crops.

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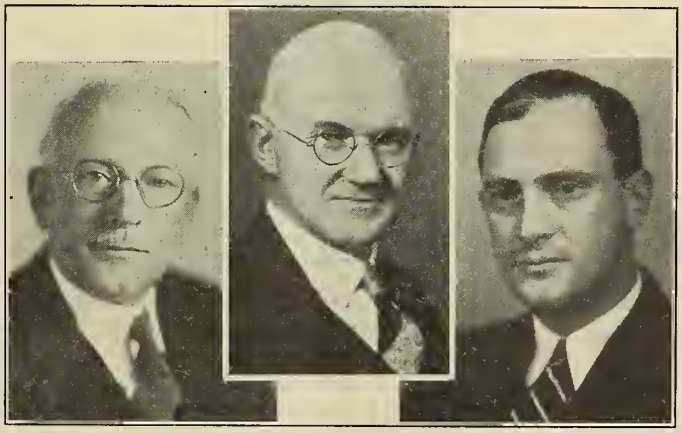
Fire Protection

During the fiscal year ended June 30, 1931, a total of over $6,500,000 was expended for fire protection in the 36 States cooperating under this law. Of this total, $3,910,310 was the States' quota, $1,619,942 was paid by the Federal Government, and $1,101,111 was contributed by private agencies. In the same year, $338,889 was spent for the distribution of forest planting stock, of which 37 States and 2 Territories cooperating paid $248,091 and the Federal Government $90,798.



W. R. Mattoon R. Y. Stuart W. K. Williams, jr.

In 1930, farmers of the country were supplied with more than 26,000,000 young forest trees from the nurseries of the States and Territories cooperating under the Clarke-McNary law. This meant that timber production was established or restored on nearly 26,000 acres of farm lands. Material increases in the number of trees distributed from the various State nurseries in the South evidenced an awakening interest there in timber as a farm crop, while recognition of the value to farms of shelter belts and woodlands has resulted in constantly growing demands for planting stock in the Plains States.

Federal cooperation in farm forestry is conducted as a part of the extension program of many of the State agricultural colleges and is administered by the Extension Service of the United States Department of Agriculture with the cooperation of the Forest Service. This forestry extension work embraces such major projects as planting, improvement cutting, timber estimating, marketing, fire prevention, and 4-H club work in forestry. In several States marketing, sawmill improvement, and maple-sirup production are included. The most popular work is forest planting. This work has been extended in some form in all of the 32 States and 2 Territories having extension foresters, and is the principal project in 5 mid-western States where windbreaks and shelter belts are needed on many farms. Forest planting is also the greatest farm forestry need in Hawaii and Porto Rico.

At the 11 regional forest and range experiment stations maintained by the Forest Service investigators are giving much attention to the development of new and better practices in farm forestry. Problems of grazing damage to woodlands in the hardwood belt, of growing and marketing walnut and other valuable species, and of preventing erosion are being studied at the Central States Forest Experiment Station. The southern station has special studies under way on erosion control and on turpentining methods. Management studies, growth and yield studies, and fire-protection investigations for the southern pine belt, the northeastern pine and spruce forests, the Lake States, and other forest regions are in progress. Windbreaks and their effects are being studied in the Great Plains; management of the ranges

for continuous forage production and maximum watershed protection is receiving attention on the southwestern and intermountain regions.

To aid extension workers throughout the country in carrying on their educational work in forestry, the United States Forest Service is continually preparing new material, based on its findings. It is always glad to make available to the extension people whatever educational material it has. Requests for publications, lantern slides, posters, and exhibits are welcomed.

Publications Available

Some 50 popular publications issued by the Forest Service are now available in varying quantities for free distribution. These deal with the broad problems of forestry and conservation, farm forestry, marketing of farm timber, preservative treatment of wood, erosion control, livestock range management, forest planting, and wood utilization.

Especially valuable for reference is the series of technical bulletins on timber growing and logging practices. In this series it is aimed to present the most up-to-date and complete information developed by research and experience on the methods of growing and harvesting timber that will insure continuous and profitable crops. Eventually all the major forest regions of the United States will be covered in the series. Bulletins have already been published for several of the regions, including the Northeast, Lake States, Rocky Mountain, central hardwood, and southern pine regions.

A bimonthly magazine, The Forest Worker, also is published by the Federal Forest Service, which contains current information on State forestry, forestry education, activities of Federal forestry agencies, research results, and recent forest literature. Much of this information is of value to county agents and other extension workers in their dealings with farm woodland owners.

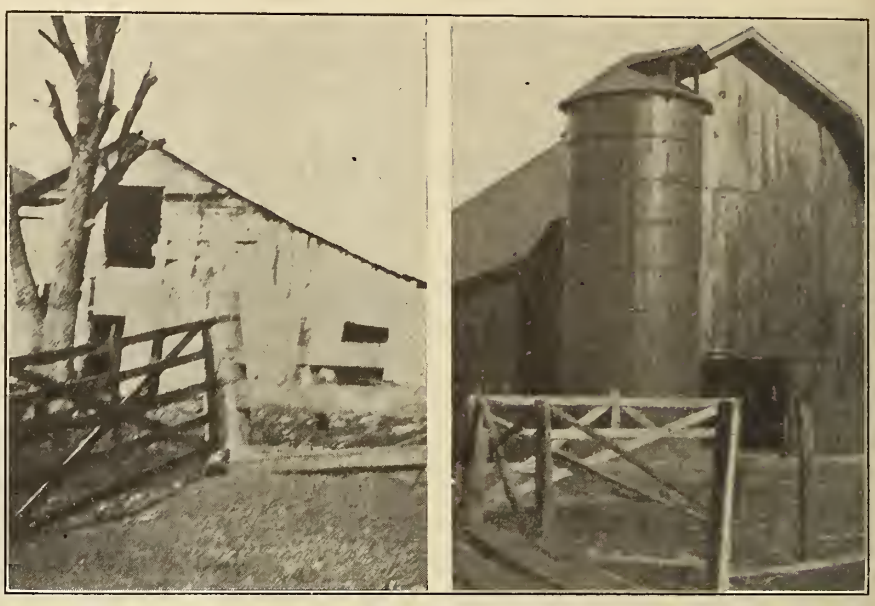
Lantern Slides

Lantern-slide sets with prepared lecture outlines may be borrowed from the Forest Service. The service will also have duplicate sets made at cost for the permanent use of extension workers. The Extension Service has a number of film strips on forestry subjects. Popular motion pictures on forestry subjects which have been filmed by the United States Department of Agriculture are available for loans. These include film stories on forests and waters, forests and wealth, forests and health, and forest fires and game. The first Department of Agriculture talkie made was Forest or Wasteland.

Instructive and attention-getting forestry exhibits may be borrowed for county fairs, meetings, or other uses. Small traveling exhibits and special material suitable for school and 4-H club use have been prepared by the Forest Service.

Protection and development of the Nation's forest is the broad objective of the Federal Forest Service. Solution of the forest problem involves not only the proper management and protection of the great areas of timberland within the national forests and the large industrial holdings; it involves the encouragement of better management and more profitable production on the individual farm woodland. Because over one-fourth of the total forest area in the United States is farm woodland, farm forestry looms large in the program of the Forest Service. Extension workers will find the officers of the Forest Service, scattered throughout the country, always willing to cooperate in the work of showing farmers how to make the woodlands pay their way.

Dairy Development in Boyd County, Ky.



Everett Hamilton, a Boyd County, Ky., dairyman was milking 15 cows in the old barn on the left in 1930. In 1931 he built this modern dairy barn. When the barn was completed it was the scene of a banquet tendered to the business men of the locality by 26 cooperating dairymen

THE ANNUAL income from dairying in Boyd County, Ky., has grown from $50,000 to $250,000 in 10 years and cows now represent a major source of farm revenue the year around according to County Agent Joe Hurt. In 1920 most of the milk consumed in Ashland and Catlettsburg was produced in Ohio; now practically all of it is furnished by farmers in Boyd County.

In 1920 there were only 8 farmers who owned 10 or more cows, whereas in 1930 this number had increased to 60. Practically no farmers produced grade A milk as late as 1925. Now 51 are wholesaling grade B milk, which is Pasteurized and retailed as grade A. There are 13 modern dairy barns in the county, and 38 general-purpose barns have been remodeled into modern dairy sheds. Fifty-one farmers have modern milk houses which meet the requirements of the board of health. There are 12 purebred bulls in the county.

Last year the Boyd County Dairy Herd Improvement Association completed their first year of testing and herd improvement. They planned an ambitious program of obtaining production records of 425 dairy animals, a county study tour, a county dairy banquet, the importation of better dairy blood, and the cooperative effort toward the adoption of a sanitary program in production that will financially lead to the adoption of a standard milk ordinance in the city of Ashland. All of this was accomplished and in addition, more than $1,000 was saved by the dairy men's organized efforts in securing a tuberculin test of their dairy animals.

Trading Power for the Farmer

JAMES C. STONE
Chairman, Federal Farm Board

IT SEEMS to me that one of the most difficult problems facing the American farmer is the inequality of trading power when he sells his commodity.

Due to the progress industry has made, especially in the last 25 or 30 years and especially in the amalgamation and consolidation of smaller units into larger ones, it is apparent that the buying power of those who buy agricultural commodities is much greater and is more concentrated than the selling power of the individual farmer.

Inasmuch as the sale and purchase of all agricultural commodities resolves itself down to a simple barter or trade, it is not difficult to see, under these conditions, that those who buy agricultural commodities are in position to make a more advantageous trade than the farmer in the sale of his product. As a practical illustration, there are approximately 6,000,000 individual farm units in the United States. The corporations buying and processing farm commodities into the finished product to be wholesaled and retailed to the general public are owned, no doubt, by many more stockholders than there are farmers, but the stockholders of these corporations have concentrated their buying by corporate organization into the hands of a relatively few, while farmers, in a large measure, are still operating on an individualistic basis.

Cooperative Marketing Aids

As long as this condition exists it will always be difficult for the farmer to receive a price for his commodity based on the normal operation of the law of supply and demand, which implies equality in the bargaining position of buyers and sellers. The agricultural marketing act was passed by the Congress of the United States for the purpose largely of assisting farmers to concentrate their buying power by organizing into selling corporations under the principle of cooperative marketing. In other words, cooperative marketing is to agriculture the same thing as corporate organization is to industry.

The conception of cooperative marketing associations in the minds of most business men has been that the farmers were organizing for the purpose of setting aside the law of supply and demand. This is not true. In reality, under present conditions and in most commodities it is impossible for the law of supply and demand to operate normally for the farmer, and it always will be as long as he insists on following an individual sales policy instead of adopting a collective sales basis.

Increasing Efficiency

Cooperative marketing associations do not benefit farmers at the expense of consumers. Their aim is simply to secure a fair share of the consumer's dollar for the primary producer. In many cases they can render improved services and at the same time reduce distribution costs which must be covered by the price paid by the ultimate user of the product. The development of more effective bargaining power through cooperative organization tends to force an increase in efficiency on the part of wholesale and retail distributors, with benefits accruing to consumers as well as producers.

In periods of falling prices an effective system of cooperative marketing organizations would prevent corporations buying and processing farm commodities from passing back to producers all price cuts necessary to move their products. Now the ability of such organized business interests to shift the full burden of price reductions back to unorganized farmers, and thereby to maintain or enlarge their profit margins during periods of weak consumer demand, accounts for the fact that their enterprises are known as "depression proof." To illustrate, the earnings available for dividends to common stockholders of concerns handling dairy products were 42 per cent greater in 1931 than in 1928; whereas in that period the gross income of agriculture dropped 41 per cent, resulting in farmers suffering a deficit of upward to $1,000,000 last year. Comparable earnings of automobile and truck manufacturers decreased 75 per cent, and the steel industry was reduced to a deficit basis. Earnings of baking and flour milling concerns were off only 2 per cent and tobacco companies increased their earnings 41 per cent, notwithstanding the fact that farmers were paid record low prices for what tobacco they were able to sell.

Cooperative marketing promises no panacea for all the ills of agriculture. It is only an effort on the part of individual farmers to develop intelligently a system through unity of action which will enable them to ask a price for the commodity based on the demand for it and the total supply available to meet that demand. The mere fact of farmers organizing a collective sales organization for a particular commodity and contolling through this organization a sufficient amount of it in relation to the total amount produced, immediately has a tendency to raise the price toward the level of where it would be, based on supply and demand in a market in which the bargaining power or buyers and sellers was more nearly equal.

Merchandizing Organizations

However, cooperative marketing associations should never be operated as "stabilization organizations," which attempt to maintain or increase price through holding operations. Cooperatives are strictly merchandising organizations and unless they are operated on this basis they will not succeed.

The Farm Board feels that the Agricultural Marketing Act has been and will continue to be a great help to the farmers of this country in organizing sound cooperative sales organizations. Our main objective in this work is to assist farmer cooperatives in setting up sound associations, both as to finances and policies of operation. Progress has been made along this line, and the financial assistance we have been able to render during the last three years has enabled many marketing associations to continue and render a real service to their members. As evidence of this fact, in 1929 there were approximately 12,000 cooperative marketing associations in the country, and there have been fewer than 80 failures, which is a far better record than that made by industry in the same difficult period.

COMMUNITY organizations of farm people in 50 Illinois counties are now carrying out regular monthly meetings as a result of a new trend in farm organizations which is being encouraged by the extension service, reports D. E. Lindstrom, associate in rural sociology.

The 254 community units already functioning embrace farm and home bureau units, farmers' clubs, rural community clubs, and local granges.

Using Horses In Larger Units

THE use of horses in larger units has for three years been a successful extension project in Clinton County, Ind., a typical Corn Belt county. County Agent V. J. Mann, in telling of the work, emphasizes the fact that any extension project, if it is to be readily received and adopted into farm use, must fill some recognized want or need. This project tackled a definite problem, that of farm power, which was recognized by many farmers. Mr. Mann states the problem thus: "Cheap feed is cheap fuel when fed directly to the horse, very expensive if it must be sold and converted into other forms of fuel. There are some farmers accustomed to farming big and turning off a large amount of work per man per day. They still want to do this. Horses in larger units offer this opportunity. My job was to help construct a bridge in between for the farmer who may realize the problem, agree with the solution, and still not act. The job was begun in the spring of 1929 with the launching of the big-team-hitch campaign.

Big-team hitches in action in Clinton County, Ind.

Campaign Conducted

The campaign was carefully planned by the State specialists and the county agent. A preliminary survey revealed the fact that only one-third of the farms in the county then had four or more horses, and these farms were the basis for the campaign.

This campaign was planned to consist of news stories in the local paper and circular letters illustrated with actual pictures of teams working and diagrams of various hitches. The publicity led up to a series of hitch demonstrations held in various parts of the county. At the demonstrations four, five, and six horse teams were worked. Farmers were given an opportunity to hitch and drive the teams. They were also invited to bring materials for eveners and were assisted in making them. Following the demonstrations, the county agent agreed to personally assist any farmer in the county in starting a multiple-hitch outfit. This offer resulted in many requests for assistance.

As farmers began using the bigger teams they became loud in their praise, and this advertisement from users was responsible for a rapid adoption in many communities. At the end of the first season there was a record of about 70 users. A multiple-hitch plowing match was arranged in the fall. The Mulberry Community Club, the Prairie Farmer, the Frankfort Morning Times, the Indiana Farmers' Guide, the Horse Association of America, and the agricultural extension department of the university cooperating. Classes were included for teams of 4, 5, 6, and 8 horses. A demonstration 12-horse team was driven. Several hundred farmers attended the match from Clinton and other near-by counties.

The second year of the campaign gave a definite record of more than 100 users in the county. In the fall of 1930 a second plowing match was held in the Mulberry community. The attendance was about 3,500. This year has seen a large increase in big-team use.

The low price of farm products is resulting in more utilization of horse power all the time, and the mutiple-hitch system is the principal method of working large teams. There are more colts in the county now, and the horse situation is receiving more serious thought than was the case before the big-team idea gained recognition.

AN incorporated 4-H Hereford breeders' club with membership limited to 19, and incorporated for $25,000, each member receiving a share for each head of stock, is being sponsored by J. J. Toole, banker and club advisor in Craig County, Colo. The calf club work will be carried on by members as heretofore and as the calves reach breeding age the members will put them into the corporation and receive stock in exchange. As earnings are made, dividends will be declared and a plan of permitting stockholders to sell their interests when they reach the age of 20 will be formulated.

Farm Family Partnerships in Minnesota

"I BELIEVE it is the best way to keep the boys interested in the farm business. It certainly develops responsibility." Thus was approval recently given Minnesota's farm family partnerships for young people by G. H. Larson, of Redwood County, father of two boys who have been in the partnership work for four years.

Likewise the partnership plan has been an outstanding success for the Larson boys. Andrew, 24 years old, has saved $1,532 from a dairy partnership, while Harold, 21, has saved more than $800 of the income from poultry and swine partnerships. Both boys are experts in handling money, says W. D. Stegner, district 4-H club agent, under whose personal direction this farm family partnership plan has been developed.

Juniors Share Income

The Minnesota farm family partnerships are an attempt of the agricultural extension service to provide a program for older 4-H members or for young people beyond club age, but who are not sufficiently well established economically to be interested in the adult extension program. The farm family partnership is a business agreement between young men or women and their parents by which the junior partner shares the income from certain farm enterprises in exchange for his or her assistance in conducting the farm work. With the help of the county agent or 4-H club leader, an individual contract is worked out to suit each case, signed by the parties to the partnership, and the program carried out with the assistance of the extension service.

In Redwood and Martin Counties, where this plan was first tried out in 1928, 41 junior partners, averaging 21.9 years old, made average net incomes of $425.29 and average savings, or gains in net worth, of $308.13. Thirty-three junior partners in the same counties in 1929 had average net income of $594.51, with average gains in net worth of $390.81.

Figures available for 1930, covering 44 cooperators in 3 counties, show average net incomes of $466.93 and savings of $214.99. In 1931, 41 cooperators in these same counties averaged net incomes of $277.92 and savings of $116.23. At the close of the year these 41 cooperators had average net assets of $836.31.

An important object of the farm-family-partnership work is to enable the boy or girl to accumulate money with which to secure more education or start farming. In 1930, nine boys, partnership members, but at that time in business for themselves, retained affiliation with their county partnership groups and submitted records covering their year's business. Their net incomes for 1930 averaged $1,115.25, with average savings or gains in net worth of $737.85. In 1931, 9 such former partnership cooperators, averaging 25.7 years of age, made net incomes of $347.48, with average savings or net worth gains of $317.99, an average total net assets of $2,641.36, indicating that their farm-family-partnership experience had helped them to go ahead for themselves.

Records kept by the State 4-H club department on this partnership work are rich in examples of boys who have made remarkable achievements. There is the record of Clinton Carlson, Martin County, who has assets of $3,248.61 accumulated from a beef partnership. He has kept excellent records of the entire farm business, as well as a good personal account book. Mr. and Mrs. Edwin Carlson, his parents, are enthusiastic about the partnership plan, now in the fifth year of trial in the Carlson family.

Alden Flygare, his education interrupted by the illness of his father, has maintained his interest in farm and home activities through a turkey partnership which has netted him $1,063 in four years, besides financing a 3-month's term of study in the school of agriculture of the University of Minnesota. Alden's partnership work, like that of many other cooperators, is the sequel to a long and successful 4-H club experience. Alden was one of Minnesota's representatives to the National 4-H Club Camp in 1929.

Melvin Linder, Martin County, has assumed much responsibility in operating the home farm since his father died. He shares with his mother in the dairy and swine enterprises, and has accumulated assets totaling $776. He is keeping farm and personal records, and for eight years previous had been a 4-H club member.

Suggestive of the method of organizing and carrying on this junior partnership work is the program carried on in Rock County in 1931. C. G. Gaylord, county agent, spent 3 days enrolling 20 cooperators, each of whom signed an agreement with his or her parents specifying that he or she was to receive a definite part of the income from one or more farm enterprises for the year. In some families the partnerships included a percentage of the chicken or turkey income, others shared the income from rented land, and there were several livestock partnerships in which the juniors received the income from one or several sows and litters. Several girls were enrolled.

Educational Meetings

Two weeks after securing enrollments, a county meeting brought these young people and their parents together for a talk by a State 4-H club representative on the aims and purposes of partnerships. The importance of farm and personal records was emphasized and a plan for holding additional educational meetings discussed. The Rock County Junior Farmers Club was formed, and a committee appointed on program of work.

The committee's report, which was adopted, provided for additional meetings to be held in August and the following February. At the August meeting R. A. Turner, Federal 4-H field agent for the Central States, discussed what young people's groups had done in other States. At the February meeting a farm management representative from the University of Minnesota discussed results of a cost route in Rock County. There was also a talk on the importance of record plans. At each meeting several program numbers were given by junior partners, and lunch was served.

County Agent Visits Homes

The work at meetings was supplemented by visits of the county agent to the home of each member and by circular letters sent out jointly by the county and district club agents. All members recorded receipts from their partnership arrangements and also personal and project expenses. Where feasible, junior partners were also requested to keep records covering the entire farm business.

Mr. Gaylord's impression of results from this type of work are expressed in his recent statement as follows: "I feel this is one of the most important pieces of extension work attempted in Rock County, and I am going to put additional emphasis on it during the coming year."

Practically all of the 1931 cooperators have enrolled again, and several new members will be added. Further evidence as to the reaction both of parents and of junior partners is furnished by replies to a questionnaire submitted to 49 families, following the fourth year's work. Forty-five juniors and 42 fathers favored the plan. No parent or junior partner stated opposition to the plan.

Though begun as an experiment and restricted to two counties in 1928 and

1929, the partnership plan has won its way into popular favor, and this year will be emphasized in approximately 20 Minnesota counties with a total enrollment expected to exceed 300. Originally designed chiefly for young men, the idea has been found to interest young women also, and it is of special interest that St. Louis County has the goal of 20 girl partnerships for 1932. Several other counties have a goodly number. Details of the farm family partnerships have been published in Minnesota Special Bulletin 136, obtainable by anyone interested.

A Bachelor Cooks Club

The Bachelor Cooks Club, of Basin, Wyo., is the first and only home-economics club of boys in the State of Wyoming. This club, organized and directed by Pauline Bunting, home demonstration agent, is made up of nine boys, a majority of whom have already completed four years in calf-club and four years in bean-club work. Although a desire to do something different, after winning the State championship in crops demonstrations in 1930, was one of the reasons for organizing a foods club, at the same time their interest was attracted to foods for health and to the health training available in foods clubs when one of them competed in the State health contest and failed to win because he was underweight.

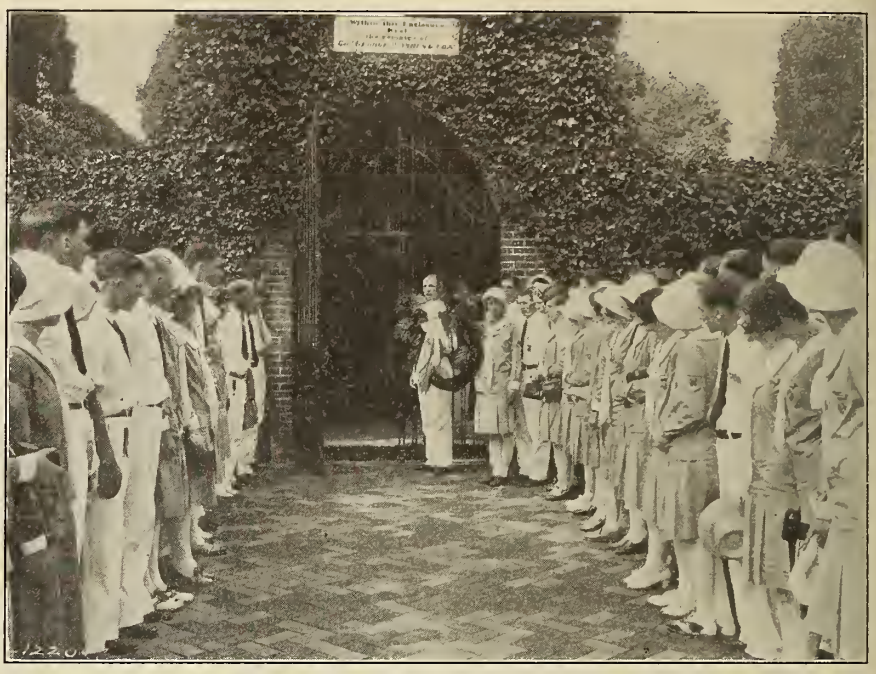
A splendid demonstration was given by two members of the club in the county contest, in competition with 14 girls' foods teams. "Good sanitation means better health" was the theme of their demonstration, which showed the proper methods and the equipment to use in dish washing, some of which they had made. When asked by the judge which part of dish washing was the hardest, one member of the team answered in the most serious manner, "I guess that getting started is the hardest part."

The success of the club work was evidenced in the number of premiums won at the county exhibit. The first five placings in the white-muffin class were won by these boys, with third places in whole-wheat muffins and baking-powder biscuits. Then, third prize on muffins at the State fair was awarded one of this club. Making quick breads was named the favorite lesson by several.

The boys finished 100 per cent, which entitled them to the Wyoming certificate of honor, as well as to individual 4-H achievement pins.

National 4-H Camp to Honor Washington

THE George Washington Bicentennial Celebration is being featured at the Sixth National 4-H Club Camp to be held on the Department of Agriculture grounds in Washington, June 15–21, inclusive. June 21 is bicentennial day with a special pilgrimage to Mount Vernon in the afternoon. A boy and a girl in behalf of 4-H club members will lay a wreath on the tomb of George Washington. In the evening a meeting in the Sylvan Theater, at the base of the Washington Monument, will give the delegates to the national camp a chance to hear what the life of Washington has meant to the country, from the Secretary of Agriculture, and will also give the young people a chance to express their own appreciation around the camp fire.



Club members attending the National 4-H Club Camp placing a wreath on the tomb of George Washington

Another bicentennial event will be the colonial party, to give a glimpse of the social life of Washington's day.

4-H club delegates from about 40 States are expected to take part in the camp this year. Two boys, two girls, and two State leaders will represent the club folks of each State sending delegates. The campers meet each morning to talk over problems facing farm young people to-day, such as choosing a vocation, service to the community, recreation, and other things which they are thinking and talking about in club meetings and at school. For these conferences the camp is divided into five groups, each group selecting its own chairman, secretary, and recorder.

A general assembly will also be held each morning in the auditorium of the New National Museum when men and women prominent in Washington and those who are carrying on Government work will talk to these representatives of the rural young people about the work of the Government and present trends in agriculture.

Afternoon sessions are devoted to educational trips in and about Washington. The Capitol, White House, Arlington Cemetery, Lee Mansion, Treasury Building, Lincoln Memorial, and Washington Monument will be visited by the campers. Members of the scientific staff of the Department of Agriculture will show the 4-H club members experiments being carried on in the Government laboratories and experimental farms near by.

Three of the department's National Farm and Home Hour noon radio periods broadcast over a national network will be devoted to the campers to tell some of their 4-H club experiences and some of the activities at the national camp.

Farm Life Changes In Coleman County, Texas


Gertrude Brent

THE record of eight and one-half years of home demonstration work in Coleman County, Tex., shows many changes. In 1923 Gertrude Brent came to the county to serve as home demonstration agent, and has remained throughout the entire period. Recently Miss Brent took a glance back over the years, which revealed many interesting evidences of betterment of home conditions traceable to home demonstration work.

In 1923, gardens in the county, which is more than 60 miles long and 40 miles wide, amounted to only 109 acres. "One could drive for miles and never see a garden," Miss Brent says. "People would tell you that gardens would not grow in this country, which averages only 30 inches of rainfall annually. We now know that they will grow, because gardens increased until in 1931 there were gardens of ¼ to 6 acres on practically every farm in the county, amounting to 1,000 acres of gardens. Irrigated gardens increased in that time from 9 to 285, and the average varieties per garden increased from 9 in 1922 to 27 in 1931. The health of farm people has improved accordingly; they have learned to eat vegetables and they have better-balanced meals."

More Poultry Raised

In 1923 poultry was scarce on practically all farms. Standard-bred flocks increased from 20 at that time to 675 in 1931. Chickens are accepted as a necessity on the farm now, and 350 club women reported the sale of $66,057 worth of poultry and poultry products in 1931. Turkeys are a great item in the county, and many are grown and shipped to eastern markets. The range is good, and cost of growing turkeys is very small. They are one of the best cash crops. One club woman raised more than 400 last year. Cars of poultry shipped from the county have increased from 7 in 1923 to 58 in 1931.

"Living at home has been the greatest program emphasized and results are most gratifying," says Miss Brent. This year practically every farm home and many town homes have their own pantries ranging generally from 200 to 1,200 containers and in some homes there are 1,800 containers of fruits, vegetables, and meats on the pantry shelves. The people say, "We have no money but plenty of food." Only $705 worth of food was reported canned the first year of Miss Brent's work in the county, while the year 1931 showed $52,313.96 reported by club people alone. Only 18 beeves were canned in 1923 and more than 500 in 1931. Where 8 pressure cookers and sealers were in use in 1923 there are now more than 1,200 in the county. The 1931 report shows 360 cookers, 348 sealers, 542,600 tin cans, and 15,900 jars sold by jobbers in the county, and food conserved is estimated at 750,000 containers. No provision was formerly made for storing canned food, but this year 5,285 feet of shelving was added for storage space and several pantries were built. One pantry demonstrator reported her grocery bill, including all supplies bought to complete her pantry, for 1931 was $37.20.

Milk Supply Increased

Eight and one-half years ago people in the county felt that milk was a nonessential and very few dairy cows were kept. Many farms did not have a cow. Now practically every farm has from one to three good milk cows. Club members reported 910 dairy cows December 1, 1931, and 398 club families reported having an adequate milk supply. The total value of milk and milk products of club members for 1931 was $56,053.21. Cheese making is proving quite profitable on the farm and more than 600 pounds of American cheese was reported made by club people.

During these eight and one-half years 330 farm kitchens were made into more convenient workshops. Natural gas is accessible and many farm homes have it installed. Ninety-seven living rooms were beautified and made more livable. By the use of screens, water systems, or sewage disposal systems sanitation has been improved on about 600 farms in Coleman County. Yard beautification has just been started in the last two years and some improvement has been made. Native shrubs are being used to some extent and native rocks are used for walks, 66 walks being made in 1931 and 1,115 native and nursery shrubs started.

Home demonstration clubs in the county have grown from 4 with a membership of 65 in 1923 to 26 with a membership of 544 in 1931, and 10 other communities are asking for club work. These club people are helping to extend the influence of home demonstration work and 75 per cent of the farm families in the county were reached in 1931. For 1932 each club member will reach at least 4 families, and clubs will sponsor new clubs and eventually it is hoped to have evidence of home demonstration work in every home in the county. Ten clubs held community fairs, 6 had club shows, and 14 had complete club exhibits at the county fair in 1931, while in 1927 only one community fair was held.

The social side of club work has meant much to the rural women and girls. Many new friendships have been made and the women say that they have a better place in which to rear their families. Much has been accomplished, but Miss Brent and her tireless group of home demonstration women feel that they are just laying the foundation and that greater things are to be done in the future.

A Fair Exchange

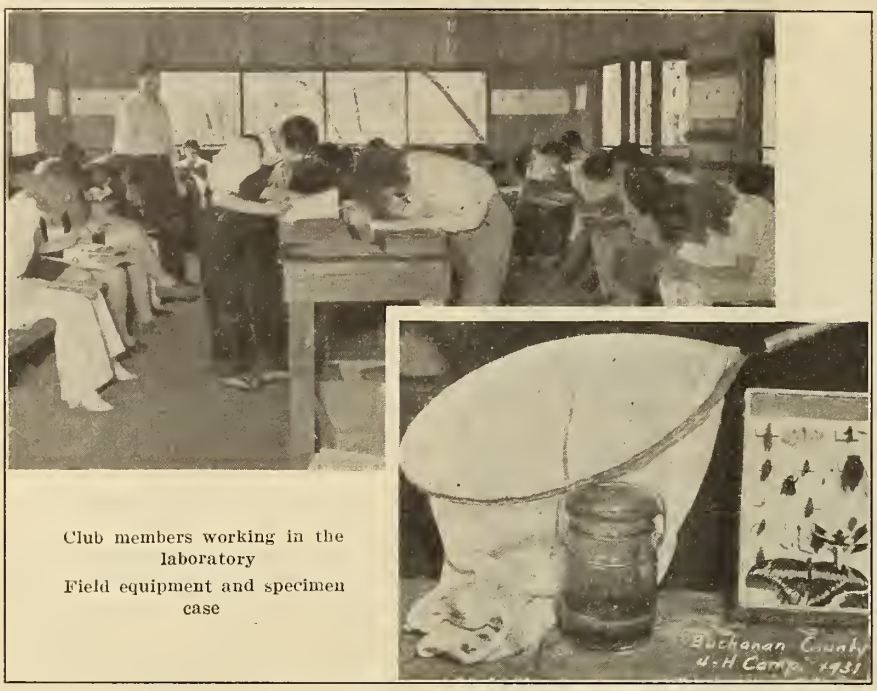
The farmers of Bradley County, Ark., found that they had a supply of Irish potatoes maturing too late to be shipped by the truck growers' association. In order that those who had good potatoes on hand might get something out of them, J. A. Hemphill, county agent, wrote several letters to firms handling potatoes. Two of the wholesale grocers agreed to trade groceries for potatoes to local merchants in the county. This was immediately taken up with the merchants catering to the farm trade, and they readily agreed to trade groceries for potatoes, valuing the potatoes at 50 cents per bushel. About eight carloads of potatoes have been handled in this way, with no cash involved.

The idea grew, and now potatoes, cottonseed, and sorghum sirup have become Bradley County farmers' substitute for Uncle Sam's none too plentiful greenbacks. At the present time sirup is being exchanged for soybean seed and cowpeas for hardware. A list of surplus farm products offered for sale, exchange, or trade is kept by the county agent and run in the local newspaper at no cost to the farmers.

LAMOILLE County, Vt., established something of a record in the potato line last year when every grower of seed potatoes in the county obtained certification.

Missouri 4-H Club Members Learn About Insects

A STUDY in the economic importance of insects and some measures for their control was made available to the 1,200 Missouri 4-H club youngsters who attended club camps in 1931. The plan for this study was worked out largely by George D. Jones, Missouri Extension Service specialist in entomology, assisted by other members of the college entomology department and the State club agents.



Club members working in the laboratory

Field equipment and specimen case

The insect study program was carried out daily on an average of three days in each of the ten 4-H club camps conducted during the summer. These camps, held in various parts of the State, contained club members from 44 counties so that the influence of the program reached representative parts of the State. As Missouri has a large number of common species of insects, this entomological nature study project was not only interesting but worth while from an educational standpoint.

Field Trips

The subject matter was taught through field trips and laboratory studies in which every club member in camp took part. Each member collected 10 specimens from a selected list of 25 of the common insects which could be found in all parts of the State. Cigar boxes were brought by the club members from their homes, and the insect specimens pinned in the boxes after having been studied and the information recorded in record books during the laboratory period. Illustrated material on each of the 25 insects was placed where it could be studied in the laboratory. This material helped greatly in life-history studies.

The organization for field work in each camp consisted in dividing the club members into two large groups, one for 4-H club instruction and one for nature study work. This made up the morning educational program for the camp. This program was arranged in a schedule of three 1-hour periods. While one division was in the discussion group, the other was out on the field trip. After completing the field work this group would come in and do laboratory work, then sit as a discussion group. The group which had their discussion session first then went out and did field work, followed by the laboratory work.

The group which was on the field trip was divided into groups of four or five, each small group carrying a killing jar and insect net. Members of the group worked as a unit in making their collections and carried their collected specimens back to the laboratory in the killing jar.

Each club member kept his record book and collection after it was looked over and graded. Pins, labels, pencils, laboratory manuals, paper, killing jars, and nets were furnished by the State club office. The extension entomologist or a member of the entomology department, home demonstration agents, county agents, and 4-H club leaders assisted with the field trips and laboratory work.

Motion Pictures Used

On one night during the camping period a motion picture illustrating insect development was shown. Such pictures as the development of the Cecropia moth, Monarch butterfly, mosquito, and the honeybee were used. In several camps ribbons and other awards were given to outstanding club members who made the highest combined averages on both the discussion work of the club leaders and on the insect study.

This project in insect study was part of a definite program of nature study arranged for 4-H club summer camps by T. T. Martin, State club agent for the Missouri College of Agriculture. In the 1930 camps the project used was forestry, given under the direction of the district forester of the State.

At Sixty Below

Extension work in Alaska has plenty of thrills, according to a recent report received from Mrs. Lydia Fohn-Hansen, assistant director for home economics extension. She recently left Fairbanks on a field trip, taking a train at 10 o'clock in the morning, still pitch dark. Some hours later said train found itself stuck in a snow bank, where it remained from Monday morning until Friday. Trains on the Alaska Railroad do not carry diners or sleeping cars and the temperature outside was only 60° below zero. Fortunately three abandoned cabins were near by and these provided fuel to keep the passengers warm. At last they reached Curry, where dinner and beds welcomed them. However, due to an "interrupted schedule" she reached her first stop at Anchorage some four days late, but the women's clubs adjusted themselves to her changed plans and everything went forward in good form. Later she left Seward for her next stop at Juneau on the S. S. *Victoria*, but ran into "the worst storm of the season" on the Gulf of Alaska and arrived at Juneau several days late. This is just to indicate that extension work in Alaska is still in its pioneer stages.

The Problem of Reaching More People

C. B. SMITH

Assistant Director, Extension Service

THE first essential of an extension program that reaches more people is that the program meets a real need. If the farmer or his family profit by the extension program—the project emphasized—either in money or ease or time or health or influence, that project accomplishes much, travels far, and reaches many people. We find, through our studies, that one of the largest of all factors in getting improved agricultural and home-economics practices adopted is the spread of influence from one farmer to another, from one home to another, through one farmer or farm woman telling another farmer or farm woman of how he or she met and solved a difficulty or conducted an enterprise that brought them gain or satisfaction. We do not talk so much about our failures, nor do we bubble over about our experiences unless they have meaning to us and to other people. Our programs must meet a need and give satisfaction worth talking about in order to reach more people.

If in a given area the spraying of potatoes for late blight barely pays over a period of years, and the potato-spraying operations conflict seriously with other farm work, the practice of potato spraying can not be expected to spread rapidly. On the other hand, the growing of Gopher oats will spread like wildfire where this variety outyields other locally grown varieties by 20 bushels per acre. Similarly, home canning of meats may spread rapidly in a community where the women get great satisfaction in having a convenient supply of meat available on short notice at all times.

Spread of Practices

The extent of the economic advantage or other similar satisfactions resulting from the adoption of the practice largely controls the rapidity of the indirect spread of the recommended practice from neighbor to neighbor. The statement of a neighbor in good standing in the community, the reported yield of oats or wheat, the size of a neighbor's milk check, success in canning vegetables, or a convenient kitchen are all powerful forces set in motion by effective extension teaching to reach more people.

Extension programs, then, that meet a need, that give satisfaction because they carry real help—help that the farmer himself wants, rather than help we think he ought to get—reach more people.

This all means that our extension program each year should be a serious affair—planned in advance and worked out with the farm men and women concerned, and as evolved should meet real needs and give real satisfaction.

How many people are we expected to reach or ought we to try to reach in extension? That depends on the nature of the case.

Where but 60 per cent of the farmers are swine raisers a program relating exclusively to swine can not possibly influence more than 60 per cent of the 2,000 or more farmers in the county. If but 30 per cent of the farm women bake bread, improved methods of bread making can hardly be expected to be adopted by more than one-third of the women of the county, even if the extension program is successfully carried out. Obviously the extension program over a period of years must relate to farm and home problems of vital interest to rural people if extension is to have large influence.

If with any particular project we are emphasizing we reach helpfully 90 per cent of those concerned, we may be reasonably satisfied. Kansas, in her 5-year wheat-extension program, apparently reached 91 per cent of all the farmers in each wheat-growing county in some form or other.

Numerous Projects

It seems to be a fact in extension that the more projects an agent promotes over a period of years the more people he or she reaches. With a wheat project you reach certain people; add a bean project and you reach certain additional people; add clothing and still others are reached.

Apparently continued emphasis upon a small number of lines of work results in small total accomplishment, because of the limited number of people reached. This does not necessarily mean that an agent must carry a large number of projects in any one year but that emphasis should be shifted from time to time to insure that during a term of years the extension program is such as vitally to affect practically all of the 2,000 or more farms and homes of the county.

In this article we assume we have not "reached" anyone until that someone does something we recommend or instigate. Wisconsin, in its alfalfa extension work, has shown that more people are influenced to grow alfalfa when it is made easy for farmers to get lime, inoculating materials, and alfalfa seed. They followed up preachment at farmers' institutes with the immediate appointment, before the meeting adjourned, of committees which took the farmers' orders for lime and seed. These materials were bought cooperatively at a price within the reach of the farmer. The farmer, through this cooperation at the meeting, where the psychology was right, reached a decision and saved money on his order. Someone else did the work of ordering and the farmer went home from the meeting with all essential matters settled and his mind at rest.

Ease of Getting Materials

Other States have followed similar practices with other crops with like results. They reached more people. We state as a fact, then, if you want to reach numbers, make it easy for the farmer to get materials and to reach a decision. Decisions are easier when everyone else is making them. Appoint your committee to get materials before the inspirational meeting or the tour closes.

Again, if you want to reach more people, make your recommendations reasonably simple. This may be illustrated by a fable:

"Long ago a man recommended for a certain ailment a certain salt. Of those who suffered and heard him, 90 per cent used the salt and were cured. Then he suggested that they dissolve the salt in water, whereupon 75 per cent used the salt. He stated proportions, 4½ ounces of salt in 9⅓ quarts of water, and 60 per cent used it. He warned against any but china receptacles, and 45 per cent used it. He recommended that the water first be boiled, and 30 per cent used it. When he said that the solution should be strained through muslin, 15 per cent used it. He finally indicated distilled water for the solution and then nobody used it at all. Each modification had been sound and wise and he was much disappointed. Then he gave his solution a name and made it up himself and everybody used it."

So much for a fable. It probably states a truth. If we reach more people,

our recommendations must be in simple terms, not complex. This does not mean, however, that each project may not be made up of several factors but that each of these factors shall be simple.

Thus Kansas had in its 5-year wheat-improvement program 14 or more separate factors—14 separate appeals to the farmers to change some practice that would affect his wheat crop. During the 5-year period 97 per cent of all the farmers in the areas surveyed heard these appeals and 91 per cent of all the farmers made some change in their practice as a result of these appeals.

While it is so obvious as to be almost a truism, extension workers sometimes overlook the fact that in order to influence large numbers of people to adopt improved practices, large numbers of people must be brought into contact with extension work and extension workers.

A Terracing Record

Six years of soil conservation work in Runnels County, Tex., has resulted in terracing and contouring most of the land under cultivation, or 234,793 acres, which County Agent C. W. Lehmberg claims, is a record for Texas and even for the United States. Runnels County covers an area of 950 square miles, of which 65 per cent, or 395,200 acres, is under cultivation, and has about 2,500 farmers.

During these six years of soil conservation the acre production has been increased from 25 to 50 per cent due to terracing, and the value of the land in building up the soil and restoring fertility has been increased from 33 to 52 per cent per acre.

The work was organized in 1924 on the community basis. Terracing schools were held in the various communities, giving training to men and 4-H club boys in the use of farm level and in the construction of terraces. There are now in the county 12 such community units organized on the labor-saving basis. Each soil-conservation demonstration to be complete must be carried on over a period of four years; terraces 24 feet wide at the base and 2½ feet high to prevent soil erosion must be constructed; the terrace lines must be run so that they will store the largest possible amount of water; a workable system of crop rotation must be practiced; and accurate records on crop production must be kept for a year.

LINCOLN COUNTY (N. C.) 4-H club boys have set 2,100 black-walnut seedling trees, and the county agent has had to order 200 more for other boys who have become interested.

Cotton County Comes Back

SEVERAL club boys with 1 acre of cotton each and a few adult demonstrations launched County Agent B. M. Drake's cotton program in Chattooga County, Ga., in 1924. Since that year the production of cotton has gradually increased until it has now reached the normal production of pre-boll-weevil times and this is being done on fewer acres of land. The 1929 census report shows about 13,000 bales produced on about 18,000 acres. This is as much or more cotton than was produced in the county in pre-boll-weevil times on 25,000 to 28,000 acres. In 1928 the yield was almost as good as in 1929. In 1930 the yield was approximately 10,000 bales in spite of the extreme drought in that corner of the State. It would seem that this county has come back in cotton production, with a high per acre production average and saving approximately 10,000 acres of land for other crops.

When County Agent Drake came to the county, there had been very little continuous county agent work. After looking around it seemed to him the greatest need lay in improving the cotton production. The boll weevil had cut heavily into the cotton crop in the preceding three or four years and the bad effect of depleted soils, small quantities of poor-grade commercial fertilizer, and inferior varieties was evident.

In 1926 only two 5-acre cotton contestants made reports and the same number in 1927. However, in 1927 one of these happened to be a prize winner, and the publicity which this brought created considerable interest for the following year, so in 1928 more than 40 boys grew out creditable acres of cotton and twenty-eight 5-acre contestants made reports. All of these demonstrations showed the value of using a good quantity and a good grade of fertilizer, together with improved seeds. The demonstrations averaged a bale of cotton or more per acre.

In 1929 a big movement was launched for a bale-to-the-acre campaign. The slogan adopted was "A thousand bales on a thousand acres." Two hundred and five 5-acre contestants were signed up and carried their projects through the year. However, a few of these did not turn in their reports at the end of the season, but it is safe enough to say that these contestants made a thousand bales on a thousand acres—a big undertaking and a big record for Mr. Drake which is still talked of in Georgia.

Another undertaking in Chattooga County which has made progress is that of soil building. The growth of crimson clover in that county was introduced by the county agent in the fall of 1924. The growing of other winter legumes and summer legumes such as soybeans and cowpeas has greatly increased. The farmers are now growing seed patches of crimson clover as well as seeding for soil building, and the business of saving the seed is arousing much interest. This enterprise gives promise of making Chattooga County soils fertile again as the county agent continues the work.

Boys' club work has been one of the major enterprises during the eight years of continuous extension work. One year as many as a hundred purebred pigs were brought in for club members. Each year club work has been the means of adding a number of good purebred pigs to the county. It seems that this necessarily should have some effect on the hog industry of a county.

There have been many other enterprises and activities in the county, some of which are strawberries, watermelons, dairying, poultry, and cooperative shipping. Although cotton has been emphasized as a money crop, balanced farming is one of Mr. Drake's hobbies. Cotton production has not been stimulated at the expense of other money crops, but the production of more cotton on fewer acres has left more land for feed and berry crops, which serve excellently as cash crops in Chattooga County.

National 4-H Club Radio Program

Saturday, July 2

Profit from potatoes. 4-H club boy from Pennsylvania.

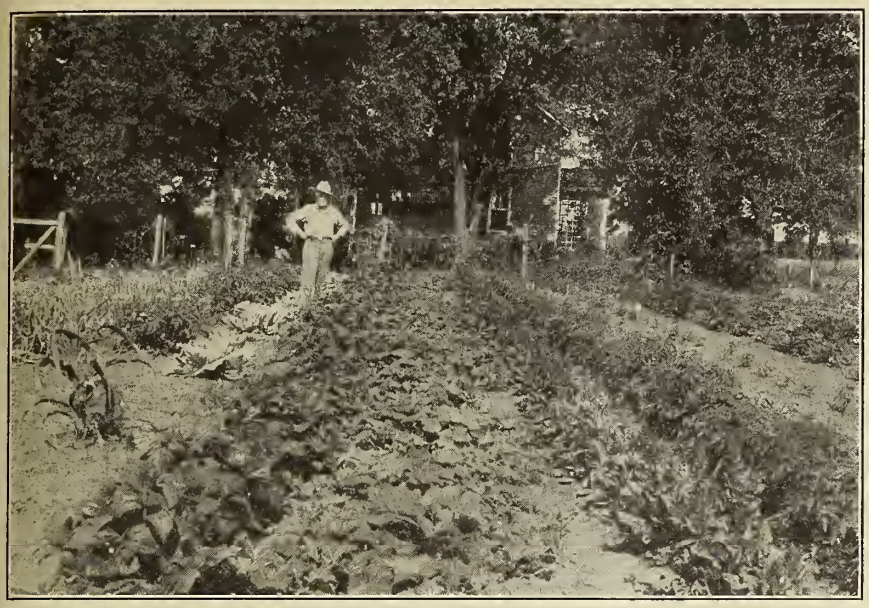
How we reduced clothing expenses. 4-H club girl from Illinois.

What our older 4-H club members are doing. State 4-H leader from Illinois.

The local 4-H leader a cornerstone. Ray Turner, Extension Service, United States Department of Agriculture.

National 4-H music achievement test. Music-identification test. Learning to Know America's Music.

A music-identification test will feature this program. The United States Marine Band will play several compositions selected from those previously used during the year's study. Listeners are encouraged to identify these compositions as they are played. The correct list will be announced at the close of the broadcast.



THIS is one of 54 Missouri home gardens on which accurate records were kept last year, with the following results:

Average value of vegetables grown	$107.03
Average cash outlay	8.49
Average labor return per hour	1.32
Average hours spent in gardens hours	75
Average size of gardens acre	⅓

The garden which produced the greatest amount of vegetables was one-half acre in size and returned $316.99 worth of food with a cash outlay for expenses of $14.50.

A Concerted Drive on Weeds

FOR the third year Redwood County, Minn., is throwing all the force of a good organization plus plenty of determination into a concerted drive on weeds. In the two years of the antiweed campaign, an organization has been built up, which, according to County Agent Nate Bovee, not only is making great strides in weed control but is interesting many farmers in the extension program. He says: "Certainly a wonderful organization of interested farmers has been built up. It was built from the bottom up, founded in times of dire need and strengthened during times of stress. The improvement is so definite and so apparent that one may safely conclude that three more years will bring the weeds under control."

This plan of work which has given the county the reputation of being the cleanest in the State is now being used in 20 other counties in Minnesota. These counties last year reported 19,648 farmers cooperating, and 258,380 pounds of chemical used in spraying weed patches.

The organization is simple but brings a large number of farmers into the program. It is significant that the 1,200 men in the organization work more efficiently and more harmoniously each year that the campaign is carried on. A strong central committee composed of the extension committee, county commissioners, farm bureau board, and extension service direct the campaign. The control unit in each township is headed by the local weed officer. Under him, 36 volunteers, one for each section of land, supervise the actual work. These section men have visited every farmer in the county explaining the weed control work, talking over methods of weed control, and inspecting the work done.

Roadside Weeds Killed

Roadside weeds are taken care of by county and State road officials. Two complete rounds of county roads were made with the power sprayer, providing 2,000 demonstrations of this method of weed control last year. In all, 220 miles of State roads and 190 miles of county roads were patrolled and sprayed in 1931. The mayors direct weed-control measures in towns and villages, and have done excellent work. Absentee landlords are advised of the campaign by letter, and many have supplied chlorate for spraying, furnished alfalfa seed, or made concessions for extra cultivation. The railroads have destroyed the weeds on their right of way.

The first year many meetings were held. The plan was explained and the work organized at 26 township meetings. Many newspaper articles and circular letters to section men kept the matter before the people. During the period of bloom of the Canada thistle a special "war on weeds week" intensified the efforts in exterminating this weed. As a result of the first year's work, 4,200 acres of weeds were plowed, 1,395 were cut, and about 405 acres were treated with sodium chlorate, 50,000 pounds of this chemical being used in the county.

Weed Conference Held

Last year the program was better understood, and sectional meetings did not seem necessary. A county-wide meeting was held in the spring to launch the work and to iron out current problems. The importance of the problem was emphasized by the calling of a weed conference in the fall, attended by representatives of 14 counties in southwestern Minnesota. One result of this meeting was the assurance that the State recognized the efforts and promised the support of all cooperating agencies.

The second year saw about 4,000 acres plowed, 1,500 cut, and 700 sprayed, using 2 carloads of sodium chlorate. Two new township spraying outfits were bought.

One result of the campaigns is seen in the absence of weed seed in threshed grain. George A. Paton, of the Farmers' Elevator Co., of Redwood Falls, writes, "So far, haven't seen a thistle seed this year. Grain is all very clean—the cleanest I have ever seen in this territory, and I have bought grain for 18 years."

The campaign is being continued this year along the same lines. It is planned to add more township spray outfits to help arouse more interest in the program over the State, and to continue the system of roadside seeding and standard road building.

MORE than 90 women in the farming districts of Otero County, Colo., have enrolled in the home demonstration work under the project "The kitchen as a workshop." Seventy members reported kitchen improvements for the past year, such as the installation of water systems. The work is being carried on under the supervision of Jessie Reinholtz, county home demonstration agent, and Mary L. Sutherland, extension economist in home management.

County Agent Outlook Training Schools

THE OUTLOOK material prepared for New York farmers reached farther into the communities this year than in years past because of a change in organization, according to Earl A. Flansburgh, assistant county agent leader of New York. Instead of having the extension specialists attempt to attend community meetings to present this material, training schools were conducted in seven districts of the State to prepare county agents to carry the message into communities. These schools dealt with subject matter and methods of presentation.

The teaching staff for each school consisted of two extension specialists from the department of agricultural economics and farm management of the State College of Agriculture, and two leaders from the county agent leader's office.

Prior to the presentation of the subject matter, the presiding county agent leader pointed out the rules of the game. He stated that in listening to the material the county agent should not only bear in mind that he should attend with a view to receiving the information, but to getting the material minutely enough in mind so that he could present it at a practice period on the last afternoon of the 2-day school. Assignments were not made, however, until the morning of the second day, so that each county agent was equally well prepared to give the material. On the second morning a county agent or assistant county agent was selected to discuss for 15 minutes some particular phase of subject matter. His presentation was criticized by his fellows. The rules of the game also provided that any county agent heckling or in any other way interfering with the presentation of the material, except by asking a question that might be brought up at a community meeting, was automatically selected to replace the speaker and proceed with the discussion for 15 minutes.

Each county agent also prepared a detailed outline which showed just how he was going to use the outlook material in his county.

The material which the county agents received at these schools has been presented to grange meetings and community meetings of the local county farm bureau units. It has been the basis of community and county project committee meeting programs. It has also been presented to county emergency milk meetings that have been held over the State. The following is a typical schedule for such a school.

County Agent Outlook Training School

Poughkeepsie, N. Y.—February 9–10, 1932

Counties represented—Ulster, Columbia, Dutchess, Greene, Rockland, Westchester, Suffolk, and Nassau

Tuesday forenoon, February 9

Earl A. Flansburgh, assistant county agent leader, presiding

9.30:	15 minutes—Remarks	Earl A. Flansburgh.
9.45:	45 minutes—General Agricultural Situation	M. C. Bond.
10.30:	10 minutes—Discussion.	
10.40:	30 minutes—The Fruit Outlook	P. V. Kepner.
11.10:	10 minutes—Discussion.	
11.20:	40 minutes—The Livestock and Dairy Situation	M. C. Bond.
12.00:	15 minutes—Discussion.	

Tuesday afternoon, February 9

Lincoln D. Kelsey, assistant county agent leader, presiding

1.30:	30 minutes—The Equipment, Fertilizer, and Credit Situation	P. V. Kepner.
2.00:	10 minutes—Discussion.	
2.10:	30 minutes—The Outlook for Vegetable and Canning Crops	M. C. Bond.
2.40:	10 minutes—Discussion.	
2.50:	30 minutes—The Forage Crops and Small Grain Situation	P. V. Kepner.
3.20:	10 minutes—Discussion.	
3.30:	30 minutes—The Poultry Outlook	M. C. Bond.
4.00:	10 minutes—Discussion.	

Tuesday evening, February 9

Round Table on County Extension Problems, A. L. Shepherd, Dutchess County agent, presiding.

Wednesday forenoon, February 10

9.30:	45 minutes—Methods and Use of Outlook Information in County Programs	L. D. Kelsey.
10.15:	15 minutes—Publicity Suggestions	Earl A. Flansburgh.
10.30:	30 minutes—Review of Recommended Charts	M. C. Bond.
11.00:	60 minutes—Individual conference with agents on plan of work for outlook, farm management, and marketing by county agent leaders and specialists. Selection of county agents to present material at practice periods in afternoon.	
12.00:	Lunch.	

Wednesday afternoon, February 10

1.00:	60 minutes—Individual conference with county agents.	
2.00:	30 minutes—General discussion.	
2.30:	Practice periods for county agents.	
	15 minutes—The Dairy Outlook	County Agent Shepherd.
2.45:	15 minutes—The Poultry Outlook	County Agent Allen.
3.00:	15 minutes—The Fruit Outlook	Assistant County Agent Clark.
3.15:	15 minutes—The Cash Crop Outlook	County Agent Been.
3.30:	15 minutes—Fertilizer, Spray Material, and Labor	County Agent Davis.
3.45:	Adjournment.	

The 1932 Outlook for Dairying in Oswego County, New York

County Agent Henry L. Page, of Oswego County, N. Y., has been especially successful in his outlook meetings for dairy farmers. In this article he gives in condensed form just what he tells these dairymen when they meet to discuss the dairy outlook for the coming year. County Agent Page received his training in outlook work at one of the regional training schools in economic information held each year for county agents by the New York Extension Service staff. Eight 2-day schools were held this year.

IN DISCUSSING the present dairy situation and the outlook for 1932 it might be well to consider the general price level, which went back to pre-war or 100 in December when dairy products were at 77 per cent. New York State farm prices were at 78 per cent and the United States farm prices were at 69 per cent of pre-war prices.

Dairymen are extremely unfortunate at the present time because they are on the downhill side of the cow cycle which aggravates their condition with a declining price level. In the cow cycle it ordinarily takes about 14 to 16 years to go from one peak to the next one. We have been used to judging the future by the present, consequently, when milk is high we raise a lot of heifer calves and when it is cheap we slaughter most of them. In 1928 and 1929 milk testing 3.5 was bringing better than $2.50 per hundredweight net. Judging from the number of heifer calves started during the period from 1926 until 1930, when we increased the number of heifer calves raised from 168,000 to 245,000 yearly, many dairymen evidently thought prosperity was here to stay. The heifer calves started then are milking to-day—those raised in 1926 are 5 or 6 year olds—just in their prime. We had on January 1, 1932, 3 per cent more milking cows than a year ago and 6 per cent more than on January 1, 1930.

The abnormal number of heifers that were started above the need for replacements came into production, and their production coupled with a decrease in the consumption of milk in our large consuming centers has helped bring the price of milk and cows down rapidly.

You will undoubtedly be interested in knowing what the heifer situation was on January 1, 1932. We have reports of only 213,000 yearlings on farms, or a decrease of 10 per cent in one year. This means that farmers have 1 heifer to every 6.6 cows and it seems quite probable that this will not be enough to maintain the needed number of cows in New York State in years to come. From these figures it would seem that dairymen reason that with cheap milk it's a poor time to start a heifer. It is by reasoning such as this that we have our peaks and valleys in the cow cycle.

Figures furnished by the State Department of Agriculture and Markets show that the peak of cow prices was reached in September, 1929, when crop reporters reported that cows were selling for $135 a head while on January 1, 1932, these men reported that cows were selling for $60 per head, less than half the price of a little over two years ago.

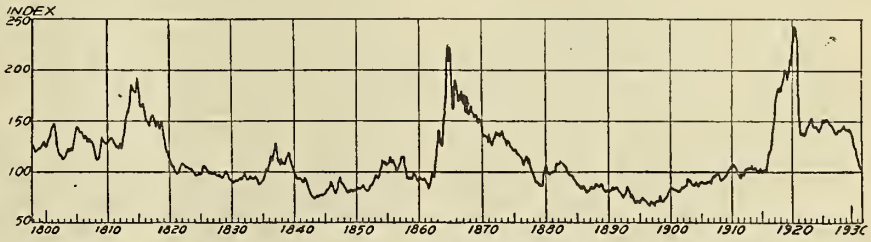


FIGURE 1.—Wholesale prices in the United States for 135 years, 1797–1931. 1910–1914=100 (From "Farm Economics," February, 1932)

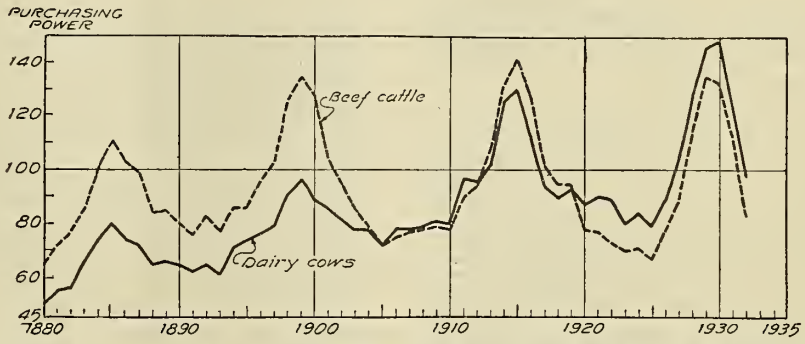


FIGURE 2.—Purchasing power of dairy and beef cows in United States, or prices of cattle as compared with prices of other things. (From the New York State 1932 Agricultural Outlook)

Effect of Falling Price Level

The effect of a falling general price level not only affects the price of cows but it drags practically all other commodities with it. For 45 years prior to 1930 there was an average yearly increase of 4.5 per cent in the consumption of fluid milk in New York City. This, coupled with the average 6 per cent yearly increase in the consumption of cream, helped overcome the steadily increasing number of dairy cows. These normal increases did not occur in 1931. The receipts at New York City were practically the same as in 1930 and only 2 per cent more than in 1929.

Cream consumption increased about 1 per cent in 1931 over 1930, but this only amounted to the same total amount as in 1929.

It might be well for us to remember that only 54 per cent of the milk produced was sold as fluid milk and that 21 per cent was sold as cream. The balance went into surplus products such as cheese, condensed milk, and other by-products, returning a much lower price than fluid and cream outlets.

Summing up the situation, we are on the downhill side of the cow cycle; consumption is at a standstill, with production increasing, which if it keeps on will drag your pooled price still lower. What can you as an individual do about it?

Suggestions to Meet Situations

The first suggestion that I would make is to take an inventory of yourself. Ask

(*Continued on page 94*)

Garden Clubs in Ross County, Ohio

THE garden club movement, although relatively new in Ross County, Ohio, has come to occupy a very definite place in the local extension program, according to County Agent Fred R. Keeler. The first club was organized in Chillicothe about two years ago, and at the present time there are 10 clubs in the county with a membership of more than 300 women.

The Chillicothe Garden Club, in addition to helping the members with their flower gardens and lawns, has taken an active part in the landscaping and planting of the grounds around the new high school. Two other clubs in the county are cooperating in similar projects. Other groups are helping the 4-H flower clubs by furnishing better-quality plants and seeds than the youngsters would get otherwise.

County Federation Organized

Last fall a county-wide federation of garden clubs was organized for the purpose of correlating the programs and activities of the various clubs, as well as promoting activities that have county-wide interest. Each club in the county, with the exception of one organized very recently, is a member of the federation and is represented on the county council through its president and 1 delegate for each 25 members.

In addition to activities relating to individual clubs, the county federation is carrying out a general educational program through meetings, newspaper publicity, a county-wide flower show, and garden demonstrations to arouse more interest in home beautification.

Interest in home beautification is increasing yearly throughout Ohio, reports Victor H. Ries, extension specialist in floriculture. This is developing along two major lines, the organization of garden clubs and the development of special garden features, as rock gardens, lily pools, and perennial borders.

The Ohio Association of Garden Clubs was organized less than two years ago with the cooperation of the Ohio Extension Service. It is not a women's organization but a mixed group with commercial nurserymen and landscape men affiliating and reaching about 6,000 gardeners.

The other type of program proving most popular and successful is the method demonstration. County-wide demonstrations, sponsored by the county garden clubs in cooperation with the extension agents, were held in a dozen or more counties last year. Fifty-seven demonstrations had an attendance of 3,590.

Nurserymen Cooperate

It has been found that a tie-up with a local nursery proved most successful. The outstanding demonstration was held at Dayton, Ohio. A rock garden was made on the grounds of a local nursery. Although started in the morning, the major part was made while the group looked on in the afternoon. They had an opportunity to witness every operation from beginning to end. A crew of 10 men worked while the extension specialist described the operations. As near as a count could be made, 1,000 people witnessed this work, coming from 7 counties, some from 30 or 40 miles away.

Many people came back to watch the growth during the season and many others unable to attend the demonstration came later to see the finished garden.

Several of the outstanding nurseries of the State have offered to cooperate in a similar way this season.

In places where no local nursery exists the specialist, with the help of the farmer and agent, makes a small rock garden, a tub pool, or its equivalent in some other garden feature.

The 1932 Outlook for Dairying in Oswego County, New York

(*Continued from page 93*)

yourself if you are fitted to be a dairyman—do you like the routine, the cattle that are under your care, do you like to plan ahead and try to breed your herd up to the goals set? Last, but not least, do you have faith in your industry and in the men who are its leaders? These are fundamental to your success in the dairy industry.

The second suggestion that I would make is to inventory your herd, then cull and cull drastically. Remember one 7,000-pound cow is better under present conditions than three 4,000-pound cows.

If you have good cows, feed them. Feed is cheaper than it has been in many years, and 1 pound of milk will purchase 1 pound of grain, which under ordinary feeding practices, with good cows, will return 4 to 5 pounds of milk.

Incidentally, now is a pretty good time to purchase a good purebred bull calf. You can buy him cheap, feed him on cheap milk, and the heifers he gets may produce you some high-priced milk and may possibly grow into money on the uphill of the cow cycle.

One other suggestion on feeding—home grown legumes, alfalfa, or clover will help keep your feed bill down. Good yields of silage, with some corn in it, is more essential than ever before. If milk is going to be cheap and you are to stay in the dairy business you will have to produce cheap milk.

These are things that you as an individual can do from the production standpoint.

From the marketing standpoint those of you who are in cooperatives can help them bargain effectively by trying to regulate your production to the fluid requirements of the market, and producing your surplus when it can be handled at the lowest cost—that is, during the summer months.

All dairymen, whether in a cooperative or not, should get behind some organization and ask for a tank-car freight rate on milk.

Your chances of getting this would be better if about half of our milk plants were eliminated so that the rest would handle a volume that would make it an economical operation.

Many of you have been discouraged this winter. I don't blame you, but many of you have been through these periods before. Look at that old dairy cycle chart and start thinking about getting ready for the next up.

THE income from Tennessee farm woodlands for wood products sold was approximately $17,000,000 in 1929, says G. B. Shivery, extension forester.

According to the United States census report, the harvest was as follows: 478,630 thousand board feet saw logs and veneer logs; 1,960,679 cords of firewood; 73,366 cords extract, acid, and pulp wood; 3,002,578 fence posts; 1,051,871 railroad ties; and 165,655 poles and piling.

It is rather difficult to figure the value of these products, because many of them were used by the woodland owner, Mr. Shivery states, but, figured at a conservative market price at that time, the total value of these products to Tennessee farm woodland owners was about $17,000,000.

The Month's Best News Story

We are going to give news stories as written by county extension agents a vacation this month. Just for variety, we'll try another brand of local news story. Also, we're not forgetting that the extension specialist as well as the county extension agent is part of our clientele. They are less numerous, it's true, but they, as well as the county extension agents, are most certainly essential in keeping the extension machine in effective action. At that, though, you'll find that this month we are striking just as close as ever to the counties as our field of operation.

Kansas specialists and their extension editor, L. L Longsdorf, have developed a variation in handling localized news stories. This is the plan they work on as described by Longsdorf. He says:

"We began some time ago to handle part of our news service by what I call the reverse-action method; that is, we have asked our specialists in all lines of work to get good success stories while they are out in the field and to give us the facts. Then we take these facts and put them into form with local headlines for our weekly papers."

So much for the plan. Now for the stories. We give three of them. Each one is a local success story. The first is about a farmer, the second is about a farm woman, and the third is about a group of 4-H boys and girls. What was attempted, the results obtained, and how the job was done are told. Each story is an expression of extension subject matter in terms of successful individual accomplishment. It's good extension teaching material and an example of mighty good cooperation as well, between the county extension agents and specialists of Kansas and their extension editor.

TROY, KANS., February 10.—If chickens are to make their owners a profit, they can not be lazy. They must work longer. And if they are going to work longer, the days must be lengthened. There is where artificial lights will be helpful.

That was the plan on which Mrs. Ethel M. Brazelton worked. She is one of the outstanding poultry raisers of Kansas and works in close cooperation with the Doniphan County Farm Bureau in getting the latest information on poultry and egg production. Besides that, she is a charter member of the Kansas Record of Performance Association and was honored as the State poultry champion in 1930.

Here is what she did. She furnished her flock with lights—gave them more time to work during the short days of winter—and increased the egg production by 700 per cent. That increase was noted from the record comparisons of 1929 and 1931.

Mrs. Brazelton began her experiment and record keeping on the effect of lights on her birds in October, 1929. That month she sold 57½ dozen eggs from a flock of 300 pullets and 100 hens. The following year she started the lights on October 12 and sold 138 dozen eggs during that month.

Then it was in 1931 that the real test began. Lights were turned on the flock of hens in July of that year, turning them on at 3 a. m. The pullets were managed likewise, but not until September 1. When the records were checked again at the last of October, there were 437 dozen eggs to the credit of the flock.

By using lights it is possible to get a much higher fall and winter egg production, explains Mrs. Brazelton. She says that her hens are held in production later in the summer by using the lights in July and August, and they come back into laying sooner after their molt if they are given a longer day in December and January.

And another thing that Mrs. Brazelton has noted—the lights give eggs for hatching at a much earlier date than before lights were put into use. No harmful effects on the hatchability have been noticed.

Mrs. Brazelton uses artificial lights in the brooder house to keep the chicks from crowding. Five-watt bulbs are used in each brooder house. These also give the undersized chicks a chance to eat at night, making the brood more uniform.

BELOIT, KANS., February 4.—Believe in and practice hog raising on market requirements! That was the very thing that 4-H club boys and girls enrolled in the Mitchell County Farm Bureau pig-raising project did this year. Their pigs were finished and marketed at a price much above the price received later when the majority of the spring pig crop for Mitchell County was sold.

The higher price was the difference between $6.25 and $3.50 per hundredweight.

The plan outlined by this group of young livestock raisers with the aid of their county agent and the local farm bureau included a study of the normal price trends. The fact that the normal high point of the fall comes near September 1 was explained by a demonstration worked out by each club member. The fact that a certain type hog and a desirable finish must be obtained to meet the market requirements was stressed.

Then there was included in the plan the worming of the pigs, sanitation, and the use of a balanced ration of home-grown feeds for economical gains.

As a result, good gains were made. The pigs weighed 200 pounds or better by the time they were 6 months old. Of all the club members, Tommy Mehl had the pig that made the highest gain. It weighed 290 pounds at 5 months and 21 days.

Here is another thing that helped these boys and girls get top prices for their hogs. The county agent kept in touch with the market situation throughout the summer. By following these market indications, the top would be reached before the 1st of September. The agent informed his pig club members of this fact. He wrote to them and told them to sell their pigs as soon as possible. That was August 15.

From August 17 to October 8, the boys and girls marketed 58 pigs. There were some 48 members in all. And what they made for their work by following a well thought-out plan of pig raising is told in receipts obtained. Four pigs were sold August 17 at $6.50 per hundredweight, 27 were sold August 19 at $6.25; 19 were sold September 3 for $5.50; 6 were sold October 3 for $5.25; and 2 were sold October 8 for $5 per hundredweight.

Tommy Mehl's experience in having the fastest gaining pigs and also the heaviest emphasized another point to these Mitchell County club members; that is, that the market usually pays top for the hogs when they weigh around 200 pounds. Tommy sold on the market September 3 with an average price of $5.50. But he took a 15-cent dock for a pig that was too heavy.

HORTON, KANS., February 18.—Dry weather and grasshoppers could not stop progress. The alfalfa grew and thrived just the same. It was because the plans had been laid in advance.

That is the 3-sentence story that is told by Henry Jacobsen, one of Brown County's leading farmers. And because he had such good returns during an adverse year he reported to the county agent of Brown County. And by the

way, Mr. Jacobsen, a member of the local farm bureau organization, followed many of the suggestions offered by the agent in planning his alfalfa-growing program, and fighting the hoppers.

Mr. Jacobsen believes in early preparation of his land for alfalfa. He double disks his oat stubble immediately after harvest. He follows this with shallow plowing.

"Preparing land after oats takes more packing and causes me to seed a little later than if I had summer-fallowed my land, but with proper methods I am able to get a good seed bed in time to seed by the last of August," explains this alfalfa grower. This past year Mr. Jacobsen seeded his field in August, using Kansas Common alfalfa. And he inoculated his seed with fresh, live cultures, too.

Last fall the grasshoppers threatened his young seeding, since the field he was sowing lay between another alfalfa field and a red clover field. He prepared to fight the hoppers. Here is how he did it.

When the last cutting of alfalfa was made on the old field, a strip of uncut alfalfa was left along the new field. After the hay was put up, poisoned bran mash was scattered on this remaining strip early one morning, and the hoppers were killed "by the millions." As the young alfalfa came up, poisoned bran mash was scattered around the field every second or third morning. This was done three different times—and no loss to the alfalfa. The stand is good clear to the edge of the sowing.

The most troublesome thing about poisoning hoppers is that it has to be done about 4 a. m.; that is, before the hoppers start feeding.

Mr. Jacobsen plans to let his alfalfa stand but four or five years and then grow corn on the land.

Two New Film-Strip Series

Two film-strip series have been completed by the Office of Cooperative Extension Work for the use of extension workers and others interested in visual presentation of information. They are:

Series 170, Some Methods of Estimating Milk Quality by Bacterial Tests. (49 frames.)

Series 253, Plows and Plowing. (39 frames.)

These series were prepared in cooperation with the Bureau of Dairy Industry and the Bureau of Agricultural Engineering. They may be purchased from the Consolidated Film Industries (Inc.), Fort Lee, N. J., the price being 35 cents for series 253 and 44 cents for series 170. However, authorization to purchase the strips should be previously obtained from the Office of Cooperative Extension Work, United States Department of Agriculture, Washington, D. C. The series are also available for loan in the form of glass slides. Mimeographed notes describing illustrations will be supplied with the series for lecture use.

Ohio Uses Illustrated Radio Talks

Broadcasting the first illustrated radio meeting from the Ohio State University's radio station, WEAO, Columbus, Ohio

Meeting similar to this received the broadcast, which was illustrated with a film strip synchronized with a strip in the studio

SYNCHRONIZING film strips shown at county meetings with radio talks given by specialists and faculty members at the university station in Columbus is being done successfully in Ohio. The first program was worked out by V. R. Sill, asistsant editor and radio specialist, and P. B. Zumbro, extension specialist in poultry, in a group of poultry meetings held in five Ohio counties: Fairfield, Licking, Union, Warren, and Knox. The county agents arranged for the local meetings, introduced the program, and led the discussion, and to them goes much credit for the success of the meetings. In broadcasting the illustrated talk, a film projector was set up in the studio and the pictures thrown on the screen in front of the speaker. The projector was operated by an attendant, who at the signal of a gong struck by the speaker turned to the next picture on the strip. Before the speaker discussed the next picture on the film strip he referred to the slide number. Each slide was conspicuously numbered, and at each sound of the gong five agents in five different counties in the State simultaneously turned to the next picture on the film strips.

Local discussions on the subjects emphasized in the radio talks and film strips were led by county agricultural agents immediately after the illustrated part of the program. During this discussion period, questions were called in to designated telephones at the university. Then the questions were answered by radio in a question and answer forum.

At the end of the meetings, summaries of the radio discussions were passed out.

The possibilities in the illustrated radio meeting as an extension medium are shown by the fact that 98 per cent of those attending the meetings indicated they considered them successful. Many others asked for additional meetings on various subjects.

Some of the subjects suggested as being especially adapted to this type of meeting were poultry, gardening, improvement of home grounds, economic outlook, meal planning, health, livestock, fruit, and other projects.

In every county perfect synchronization of the film strips with radio discussions from the studio was obtained without difficulty.

The agricultural extension service at the Ohio State University has prepared a detailed report of the entire project with suggestions on how such meetings may be conducted with the greatest effectiveness. A copy may be obtained for the asking.

· ACROSS · THE · EDITOR'S · DESK ·

A Call To Action

IT'S A STRIKING word picture of present-day conditions that the Committee on Continuity of Business and Employment of the United States Chamber of Commerce gives in its report on planning proposals "To an onlooker from some other world," reads this report, "Our situation must seem as stupid and anomalous as it seems painful to us. We are in want because we have too much. People go hungry while our farmers can not dispose of their surpluses of food; unemployed are anxious to work, while there is machinery idle with which they could make the things they need. Capital and labor, facilities for production and transportation, raw materials and food, all these essential things we have in seeming superabundance. We lack only the applied intelligence to bring them fruitfully into employment."

I read with keen interest, too, the comment on this statement by Charles Beard in his new book, America Faces the Future. He says, "Can anything be done by human intelligence and will? Is the cycle of expansion, explosion, contraction, and calamity a product of inexorable nature or the outcome of human arrangements and methods, susceptible of modification and control by intelligence and will? Surely, here is a call to action that can not be met by a confession of defeat."

How fully is the cooperative extension service responding to this call? Is it one that any of us can long deny or ignore? I think not.

Considerable Interest Was Created

IN 1926, County Agent B. M. Drake of Chattooga County, Ga., conducted a 5-acre cotton production contest. He had two farmers enter the contest. In 1927, the contest was continued. Again there were two contestants. I'll just let Agent Drake tell the rest of the story himself. He says, "One of these 1927 contestants turned out to be an outstanding prize winner and the publicity which this brought created considerable interest for the following year. So in 1928, more than 40 boys grew out creditable acres and 28 adult farmers enrolled in the 5-acre production contest made reports. Then in 1929, we went in for a-bale-to-the-acre campaign. We had more than 200 contestants. They grew a thousand bales on a thousand acres."

After all, though, you'll say, a contest is a contest. What practical results came out of this creation of "considerable interest?" Says Agent Drake, "It would seem that Chattooga County has come back in cotton production. We produced in 1931 as many bales of cotton as we did in the years before the boll weevil came and on about 10,000 less acres of land. Improved soil fertility, more and better fertilizers, and seed of higher yielding varieties have given us this production and have released 10,000 acres on which other cash producing crops are being grown."

How much credit should we give to the contest for the result obtained? How much to the straight information given? What's your guess?

A Real Definition

FIRST and last, we manage in extension work to waste a lot of perfectly good words in defining this and that and in trying to explain that and this. So when I come on a real definition, simple, direct, and comprehensive, I rejoice. Recently, I found such a definition for 4-H club work. I culled it from the February issue of the Connecticut Four-Leaf Clover. I assume it's the brain child of Gus Brundage, Connecticut State Club Leader. If so, my hat's off to him. Here's the definition:

"There is nothing magic about 4-H club work. It has been developed from the premise that farm and home tasks have educative values which, if properly directed, are certain to develop not only more capable young people, but also a more satisfying rural life and happier community relationships."

Business Cooperates

A SUCCESSFUL extension program depends on the cooperation of the business man and farmer. It is only through cooperation that we can progress, not only among farmers themselves, but between farmers, business men, bankers, and merchants. In Dallas County, Ala., every civic club and chamber of commerce is behind the work. That's what John Blake is able to say after his 21 years of experience in the county as county agricultural agent. In this time, he has seen a generation of 4-H club boys trained by him grow into some of the best farmers that the county has. And, in his work with the club boys as well as in his work with the adult farmers he has had the hearty support of the business men of the county. That Dallas County to-day ranks third in the State in dairy production, second in beef cattle, and third in pecans, that the county last year grew 38,000 bales of cotton on 100,000 acres, and that 80 per cent of its white farmers belong to the county farm bureau, which last year did a business of $500,000, are results which the bankers, merchants, and business men of the county appreciate and are proud to have helped in bringing to pass. No wonder John Blake believes in winning and holding the cooperation of the business men of his county in doing extension work.

No Cause For Upset

READING the report on extension work in Pennsylvania for 1931 I find Director M. S. McDowell assessing the situation as he looks into the matter of further adjustments in the extension program for this year. He say, "A good extension program is no different in times like the present than in times of prosperity. Fundamental principles are equally important at all times. We can not see that in times of depression there should be a scurrying around to revise an agricultural extension program 'to meet the present situation'. This does not mean that some shifting of emphasis may not be desirable or that revisions should not be made in some particulars, but established methods need not be torn to pieces."

Isn't this sound thinking? I rather think so. R. B.

THE FARM WOODLAND

HAS BECOME AN IMPORTANT FACTOR IN THE BUSINESS OF PROFITABLE FARMING

The fact that more than 26,000,000 forest trees were planted in 1930 is evidence of a live interest in timber as a farm crop as well as a recognition of its value in erosion control and as a windbreak.

To develop better practices in farm forestry the Forest Service maintains 11 regional experiment stations where the forestry problems of each section are studied.

DO YOU WANT PROFESSIONAL ADVICE AS TO TIMBER PROTECTION, CUTTING, ESTIMATING, and MARKETING?

ARE THE FARMS OF YOUR COUNTY IN NEED OF SHELTER BELTS AND WINDBREAKS?

HAVE YOU A WORKING KNOWLEDGE OF IMPROVED FORESTRY METHODS OF PREVENTING AND CONTROLLING EROSION?

Send your problems through your State extension forester or your State extension director to the Forest Service. Publications, motion pictures, film strips, lantern slides, posters, and exhibits may be obtained also for your use.

FOREST SERVICE
UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D. C.

U. S. GOVERNMENT PRINTING OFFICE: 1932